

SALES MANAGER

m/f **Vienna** **Full Time**

Brightscope plans, measures, and communicates industry-relevant metrics for printed and digital outdoor advertising campaigns. We are a fast growing company and offer you the opportunity to actively shape the future of advertising, together with our international team.

You can also look forward to:



**Flexible
working time**



**Personal
development**



**Cutting edge
technology**



**International
team**



**Gadgets &
equipment**



**Healthy drinks
& snacks**

Responsibilities

- ✔ Win new clients for Brightscope
- ✔ Develop a sales pipeline in the DACH market
- ✔ Identify, qualify, and work on your own opportunities
- ✔ Build strong relationships via email, phone, B2B networks, events and face-to-face meetings to generate and follow through on your own opportunities
- ✔ Actively follow-up on generated inbound leads
- ✔ Demonstrate the Brightscope platform and its capabilities to potential clients via web and live demo
- ✔ Consistently and regularly use HubSpot CRM to track opportunities, activities, and provide timely and accurate forecasting and reporting of activity
- ✔ Optimize and further develop sales-processes

Who are we looking for?

- ✔ Minimum 3 years experience in a sales role in advertising (ideally martech/adtech/outdoor advertising) industry, where you have met or exceeded your targets
- ✔ Knowledge of the advertising landscape and ecosystem
- ✔ Experience with cold calling prospects across all levels
- ✔ Excellent negotiating and influencing skills
- ✔ Readiness to travel
- ✔ Success-oriented and self-motivated with a high level of energy
- ✔ Experience working in a fast-paced environment
- ✔ Willingness to learn and a strong desire to keep up-to-date on technology trends & developments

- ✔ Keen and fast learner
- ✔ You are a team player with good written and spoken English skills

Start: From January 2020

Engagement: Full Time

Location: Vienna (A1 Startup Campus)

READY TO APPLY?

For this position, we offer a **competitive** annual salary in combination with a **sales commission** and a **target bonus**. The exact amount will be adapted according to your skills and experience.



Contact me:

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